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**DONELAN, CLEARY, WOOD & MASER, P.C.**

ATTORNEYS AND COUNSELORS AT LAW

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March 19, 1997

Via Hand Delivery

Honorable Vernon A. Williams  
Secretary  
Surface Transportation Board  
1925 K Street, N.W., Rm. 704  
Washington, DC 20423-0001

Dear Secretary Williams:

Enclosed for recordation under the provisions of 49 U.S.C. § 11301(a) and the regulations promulgated thereunder are executed original counterparts of a Security Agreement ("Security Agreement"), a primary document not previously recorded, dated as of March 19, 1997, between The First National Bank of Maryland, a national banking association ("Debtor") and Aid Association for Lutherans, its successors and assigns ("Secured Party").

The names and addresses of the parties to the enclosed documents are as follows:

SECURED PARTY	-	Aid Association for Lutherans 4321 North Ballard Road Appleton, Wisconsin 54919-0001
DEBTOR	-	The First National Bank of Maryland 25 South Charles Street Baltimore, Maryland 21201

A general description of the railroad equipment covered by the enclosed Security Agreement is set forth on Exhibit A attached hereto.

Enclosed is a check in the amount of twenty-four dollars (\$24.00) for the required recording fee.

A short summary of the document to appear in the index follows:

"Security Agreement, dated as of March 19, 1997, between The First National Bank of Maryland, as Debtor, and Aid Association for Lutherans, as Secured Party, relating to the lube tank railcars, pressure tank cars and covered hopper plastic pellet railcars as identified in Exhibit A hereto."

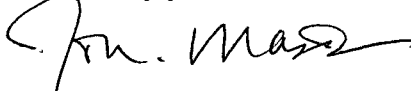
*Counterpart - For Maser*

DONELAN, CLEARY, WOOD & MASER, P.C.

Letter to Honorable Vernon A. Williams  
March 19, 1997  
Page 2

Once the filing has been made, please return to bearer the stamped counterparts not needed for your files, together with the fee receipt, the letter from the STB acknowledging the filing, and the extra copies of this letter of transmittal.

Very truly yours,

A handwritten signature in black ink, appearing to read "John K. Maser III", with a stylized flourish at the end.

John K. Maser III  
*Attorney for purposes of this filing for  
Aid Association for Lutherans and  
The First National Bank of Maryland*

*Enclosures*

0970-020

EXHIBIT A

DESCRIPTION OF RAILCARS

- Group I:** Twenty-nine (29) newly manufactured 6,221 cubic foot capacity covered hopper plastic pellet railcars bearing road marks as follows: MBLX 53767, 53768, 53769 and 53170 through 53181, inclusive, 53183, 53185, 53187 through 53190, inclusive, 53193 through 53198, inclusive, 53200 and 53202.
- Group II** Thirty-five (35) newly manufactured 33,687 gallon capacity pressure tank railcars bearing road marks as follows: MBLX 34694 through 34728, inclusive.
- Group III:** Forty-seven (47) newly manufactured, single compartment, 27,755 gallon capacity lube tank railcars bearing road marks as follows:
- MBLX 28080  
28082  
28087 through 28089, inclusive  
28091 through 28100, inclusive  
28101  
28102 through 28103, inclusive  
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- Group IV:** Ten (10) newly manufactured, single compartment, 27,701 gallon capacity lube tank railcars bearing road marks as follows: MBLX 28000 through 28009, inclusive.
- Group V:** Eight (8) newly manufactured, double compartment, 26,950 gallon capacity lube tank railcars bearing road marks as follows: MBLX 2801 through 2808, inclusive
- Group VI:** Eight (8) newly manufactured, triple compartment, 26,483 gallon capacity lube tank railcars bearing road marks as follows: MBLX 3801 through 3803, inclusive.

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## SECURITY AGREEMENT

AGREEMENT, dated as of March 19, 1997, from THE FIRST NATIONAL BANK OF MARYLAND, a national banking association ("Debtor"), having its principal place of business and mailing address at 25 S. Charles Street, 15th Floor, Baltimore, Maryland 21201 in favor of AID ASSOCIATION FOR LUTHERANS, its successors and assigns (the "Secured Party") having its principal place of business at 4321 North Ballard Road, Appleton, Wisconsin 54919.

WHEREAS, Debtor has agreed to deliver this Security Agreement to Secured Party pursuant to that certain Secured Note Purchase Agreement between Debtor and Secured Party, dated as of March 19, 1997 (the "Note Purchase Agreement"), and the Secured Non-Recourse Note(s) issued pursuant thereto (the "Note(s)") as a condition precedent to Secured Party's extending credit to Debtor pursuant to that Note Purchase Agreement;

NOW, THEREFORE, to induce the Secured Party to extend credit to Debtor, Debtor agrees as follows:

### Article I Creation of Security Interest

1. Debtor hereby grants to Secured Party a security interest in the railroad cars described in Exhibit A hereto attached and any and all substitutions, replacements, modifications, additions and accessions thereto or therefor to which Debtor acquires title and the proceeds thereof, including without limitation, insurance proceeds (the "Cars").

2. In addition, Debtor hereby grants to Secured Party an assignment of and security interest in all of Debtor's rights in and to Equipment Schedule Number 7 (which incorporates by reference all of the terms and conditions of the Master Lease Agreement dated April 28, 1994, such Equipment Schedule and Master Lease Agreement, including all Riders and Schedules thereto, collectively the "Lease") between the Debtor, as Lessor, and Mobil Oil Corporation, a New York corporation, as lessee (the "Lessee"), a Memorandum of which has been recorded with the Surface Transportation Board on MANC# 19, 1997 and assigned Recordation No. 20578 and is attached hereto as Exhibit B, and any and all subleases of the Cars, including without limitation any and all rents, reserved rents, proceeds of sale from sale of the Cars, amounts payable by the Lessee in lieu of rent during periods of rental abatement, and any and all other amounts due under the Lease, but excluding in all cases the Excluded Rights and Excluded Payments, as hereinafter defined (hereinafter together with the Cars called the "Collateral"). All sums

received shall be held by Secured Party under that certain Assignment of Lease and Rents made as of March 19, 1997 executed by the Debtor in favor of the Secured Party (the "Assignment"), and so long as no Event of Default (as defined in the Note Purchase Agreement) has occurred and is continuing, or, which with the lapse of time or the giving of notice, or both, would constitute such an Event of Default, all such rents and other sums shall be paid and applied as provided in the Note(s) and the Note Purchase Agreement.

3. The Collateral is given to secure all of the Debtor's obligations under the Note(s) and the Note Purchase Agreement, all of Debtor's obligations and liabilities arising out of Debtor's covenants, warranties and representations contained herein or in any of the other Loan Documents (as defined herein) (the "Obligations").

4. Notwithstanding the foregoing, so long as no Event of Default (as defined in the Lease) shall have occurred and be continuing, the interests of Secured Party in the Cars shall be subject and subordinate to the Lessee's interest in the Cars under the Lease, and the Secured Party shall not disturb the Lessee's quiet use and possession of the Cars.

5. For the purposes of this Security Agreement, the Note(s), the Note Purchase Agreement, the Assignment and all of the other documents, agreements and instruments entered into in connection herewith and therewith (collectively, together with any amendment or modifications thereto, the "Loan Documents"), the term "Excluded Rights and Excluded Payments" shall mean any and all of the following:

(a) all payments of any indemnity under the Lease or any of the other documents, instruments or agreements entered into in connection therewith (collectively, the "Operative Agreements"), and all interest in respect thereof, which by the terms thereof are payable to the Debtor (but not those payable to the Secured Party as an additional indemnitee);

(b) any insurance proceeds payable under public liability policies maintained by the Lessee pursuant to the Lease which by the terms of such policies or by the terms of the Lease are payable directly to the Debtor (but not those payable to the Secured Party as an additional indemnitee), and any proceeds of insurance maintained with respect to the Cars by the Debtor in excess of the Stipulated Loss Value of such Cars;

(c) all rights of the Debtor under any Operative Agreement to demand, collect, sue for or otherwise obtain all amounts from the Lessee due the Debtor all on account of any such indemnities or payments referred to in paragraph (a) above and to

seek legal or equitable remedies to require the Lessee to maintain the insurance coverage referred to in paragraph (b) above, provided that the rights referred to in this paragraph (c) shall not be deemed to include the exercise of any remedies provided for in the Lease other than the right to proceed by appropriate court action, either at law or in equity, to enforce performance by the Lessee of such indemnities or insurance covenants or to recover damages for the breach thereof;

(d) the right of the Debtor, but not to the exclusion of the Secured Party, as provided in any Operative Agreement (i) to receive from the Lessee notices, certificates and other documents and information which the Lessee is required or permitted to give or furnish to the Debtor pursuant thereto, (ii) to inspect the Cars and all records relating thereto, (iii) to exercise its rights, after written notice to the Secured Party, to perform for the Lessee under Section 3, Rider No. 1, to the Lease, relating to maintenance and repair, (iv) to cause the Lessee, after written notice to the Secured Party, to perform such acts relating to the marking of Equipment as may be requested by the Debtor pursuant to Section 2, Rider No. 1, to the Lease, and (v) to grant such consents, approvals and waivers as may be required or permitted to be made or given by the Debtor under the Operative Agreements;

(e) whether or not an Event of Default has occurred and is continuing, all rights of the Debtor, to the exclusion of the Secured Party, to compromise or waive any right, remedy or benefit reserved to the Debtor and in which the Secured Party has no interest, as provided in subparagraphs (a) and (b) hereof, or to modify, amend or waive any provision pertaining thereto; and

(f) as long as no Event of Default has occurred and is continuing, all rights of the Debtor to assign any or all of its rights, obligations, title or interest under the Lease in accordance with the Lease; provided, however, that (i) the assignee agrees to be bound by all of the terms of the Lease, this Agreement, the Note Purchase Agreement, the Note(s) and the Assignment, (ii) such assignee executes prior to any such assignment such agreements as Secured Party may reasonably require to evidence such assumption and continue the perfection of Secured Party's liens and security interest in Collateral, and (iii) such assignee has a net worth of at least \$50,000,000.

## Article II

### Debtor's Covenants, Representations and Warranties

The Debtor covenants, represents and warrants that:

1. The Cars are leased to Lessee pursuant to the Lease. Except for (i) the security interests granted hereby, and (ii) Lessee's rights under the Lease, Debtor is the sole owner of the Collateral, which is free and will remain free of any lien, security interest or encumbrance created by or through the Debtor, and Debtor will defend the Collateral against all such claims and demands, which Secured Party deems to be adverse to its interests, of any person at any time claiming the same or any interest therein.

2. The Cars constitute goods which are mobile and which are of a type normally used in more than one jurisdiction and the Debtor has its chief executive office in Maryland. The Debtor shall not change the location of its chief executive office without notifying the Secured Party in advance. The Debtor will take no action to permit the Cars to be maintained other than in accordance with the terms of the Lease, and the Debtor will not take any action to permit the Cars to be wasted, misused, abused or to deteriorate, or be used in violation of any law, ordinance or regulation of any governmental authority insofar as it adversely affects the value of the Cars or the security interests granted hereunder.

3. All taxes and assessments upon the Collateral or its operation or use shall be paid by Lessee or out of the Collateral.

4. At its option, and without any obligation to do so, Secured Party may discharge or pay any taxes, liens, security interests, or other encumbrances at any time levied or placed on or against the Collateral or Debtor in breach of this Agreement, and may pay for insurance on the Collateral and may pay for its maintenance and preservation. Debtor agrees to reimburse Secured Party on demand for any such payment made, or expense incurred, pursuant to the foregoing authorization.

5. The Collateral will not (except as provided in this Security Agreement) be sold, transferred, substantially modified (except to the extent permitted in or required by the Lease), pledged, assigned, hypothecated, further encumbered or disposed of by the Debtor, without the prior written consent of the Secured Party.

6. Debtor shall execute from time to time, alone or with Secured Party, any Security Agreements, UCC Financing Statements, UCC Continuation Statements or other documents and do such other acts considered by Secured Party to be reasonably necessary or desirable to perfect or protect the security interests hereby created. All cost and expenses (including without limitation reasonable fees and expenses of counsel and filing fees) related to the preparation and filing of any Security Agreements, UCC

Financing Statements, UCC Continuation Statements or other documents related to the perfection or protection of the security interests hereby created shall be paid if not by the Lessee under the Lease then out of the Collateral. If Debtor shall fail to execute such documents following a request to do so, Debtor hereby authorizes Secured Party as Debtor's agent and attorney in fact to execute and file in any appropriate office Security Agreements, UCC Financing Statements, UCC Continuation Statements and similar instruments signed by Secured Party alone. A carbon, photographic or other reproduction of a financing statement or this or any other security agreement shall be sufficient as a financing statement.

7. The Debtor has delivered to Secured Party the original Lease assigned hereunder. All other copies of the Lease in existence are marked on their faces and signature pages to indicate their status as non-original copies only.

### Article III Events of Default

Debtor shall be in default under this Security Agreement upon the happening of any default or Event of Default as set forth in the Note Purchase Agreement.

### Article IV Secured Party's Remedies

Subject to the limitation provided in Article V hereof, the following shall apply:

Upon an Event of Default hereunder and so long as it is continuing, Secured Party shall have the rights and remedies of a secured party under the Uniform Commercial Code as in effect in the State of Wisconsin and all other applicable laws. Without limiting the generality of the foregoing, Secured Party may, upon an Event of Default hereunder, exercise the following rights and remedies:

1. Secured Party may, subject to Lessee's right of quiet enjoyment, provided no Lease event of default has occurred and is continuing, peaceably by its own means or with judicial assistance enter the premises where any Collateral is located and take possession of the Collateral, or render it unusable, or dispose of the Collateral on such premises, and Debtor will not resist or interfere with such action.

2. Secured Party may, subject to Lessee's right of quiet enjoyment, provided no Lease event of default has occurred and is continuing, require Debtor to assemble all or any part of the Collateral and make it available to Secured Party at any place



within the continental limits of the United States designated in a notice sent to Debtor and consistent with the return provisions of the Lease.

3. Debtor hereby agrees that a notice sent to it at least ten (10) days before the time of any intended public sale or of the time after which any private sale or other disposition of the Collateral is to be made, shall be deemed to be reasonable notice of such sale or other disposition.

4. If any Event of Default (as defined in the Lease) has occurred and is continuing, subject to Debtor's right to cure Lessee's defaults as set forth in the Note Purchase Agreement, as assignee of Debtor's interest in the Lease, exercise any or all of the rights and powers and pursue any or all of the remedies provided for in the Lease (excepting only Excluded Rights and Excluded Payments).

5. Secured Party may incur attorneys' fees and expenses in exercising any of its rights and remedies upon default, which fees and expenses shall become part of Secured Party's expenses of retaking, holding, preparing for sale and the like. Debtor will reimburse Secured Party on demand for all such expenses.

6. Debtor agrees that if any warranty or representation contained herein should prove to be untrue or incorrect in any material respect when made, notwithstanding any other provisions contained herein or in any other agreement between the Debtor and Secured Party, the Secured Party may at its option terminate this Agreement and accelerate the loan made in connection with this Agreement, and Debtor shall pay to Secured Party the principal amount due on the Note(s) together with accrued interest, plus costs and expenses incurred by the Secured Party arising out of enforcement of this provision.

#### Article V Standstill

Notwithstanding any provision hereof to the contrary, the Secured Party agrees that:

1. If it shall proceed to exercise any of the remedies set forth herein, it shall, to the extent that it is entitled to do so hereunder and under the Lease (pursuant to the collateral assignment by Debtor under the Assignment), prior thereto or concurrently proceed to exercise any and all of the similar remedies set forth in the Lease; provided, that the requirement to exercise such Lease remedies shall not apply in circumstances

where such exercise has been involuntarily stayed or prohibited by applicable law or court order for a continuous period in excess of one hundred twenty (120) days (the "Standstill Period").

2. Any Event of Default arising pursuant to Section 11(a)(iv) or (v) of the Lease (a "Bankruptcy Default") shall not result in an Event of Default hereunder so long as (i) from and after the 121st day after the imposition of any stay, or similar prohibition of actions pursuant to such Bankruptcy Default (a "Stay") all existing Events of Default are cured and no other Events of Default shall occur and remain uncured, in each such case, by either Debtor or Lessee, or (ii) the Secured Party otherwise agrees to an extension of the Standstill Period.

3. Nothing contained in Section 2 of this Article V shall be deemed to expand or increase the cure rights otherwise available to Debtor under the Note Purchase Agreement.

#### Article VI Miscellaneous

1. The rights and remedies contained herein are in addition to those granted by Debtor to Secured Party in the various Loan Documents as to the Collateral which is the subject of this Agreement. No delay or omission of the Secured Party to exercise any remedy shall exhaust or impair any remedy of the Secured Party, nor shall any waiver by the Secured Party extend to or be taken to affect any subsequent default. No remedy hereunder is intended to be exclusive of any other remedy, but shall be cumulative to any and every other remedy to which the Secured Party is entitled. The Secured Party shall not be required first to look to, enforce or exhaust any other security, collateral or guarantees.

2. This Security Agreement shall be deemed delivered in the State of Wisconsin and the rights and obligations of the parties hereunder shall be construed and interpreted in accordance with the laws of the State of Wisconsin.

3. Any notice or notification required to be given or which may be given, shall be given as provided in the Note Purchase Agreement.

4. All the terms, conditions and covenants of this Security Agreement shall inure to the benefit of and bind the successors and assigns of the respective parties hereto.

5. This Security Agreement may not be changed orally, but only by an agreement in writing and signed by the party against

whom enforcement of any waiver, change, modification or discharge is sought.

6. Two or more duplicate originals of this Agreement may be signed by the parties, each of which shall be an original but all of which together shall constitute one and the same instrument.

7. Capitalized terms not otherwise defined herein shall have the meaning set forth in the Loan Documents and the Lease.

#### Article VII Non-Recourse

Notwithstanding any provision of the Loan Documents to the contrary, the Obligations shall be satisfied solely out of the Collateral (as defined in the Loan Documents). Without limiting the generality of the foregoing, the Debtor shall have no liability to make any payments under this Agreement, the Note(s), or any of the other Loan Documents whatsoever except from the Collateral. In addition, the Debtor:

(a) makes no representation or warranty as to, and is not responsible for, the due execution, validity, sufficiency or enforceability of the Lease or the other Operative Agreements by or against any party thereto (other than the Debtor), or of any of the parties' (other than the Debtor's) respective obligations thereunder, and

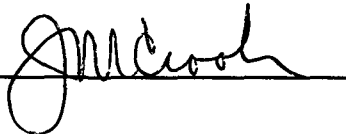
(b) shall not be responsible for the performance or observance by any party (other than the Debtor) of any of their respective agreements, representations, indemnities, obligations or other undertakings under the Lease, or other Operative Agreements, it being understood that as to all such matters Secured Party will look solely to its rights under this Agreement, the Note Purchase Agreement and the Assignment, against the Collateral and to Secured Party's rights under the Lease, and the other Operative Agreements against the parties thereto (other than the Debtor) and the Collateral.

This Article shall not apply to the Debtor's obligations under Sections 1.4, 4.2, 7.3, 7.4 and 7.5 of the Note Purchase Agreement, to a judgment based upon a finding of fraud or material misrepresentation on the part of Debtor, to rent or other payments collected or received by the Debtor contrary to the provisions of any of the Loan Documents, or to a breach of any of the Company's representations or warranties contained in any of the Loan Documents

IN WITNESS WHEREOF, Debtor has caused this Security Agreement to be duly executed as of the date first above written.

DEBTOR:

THE FIRST NATIONAL  
BANK OF MARYLAND

By  (SEAL)

Name J. Mitchell Crook

Title Vice President

CITY OF BALTIMORE    )  
                                  ) ss.  
STATE OF MARYLAND    )

On March 17, 1997, before me, the undersigned, a Notary Public, in and for said State, personally appeared J. Mitchell Crook, known to me to be the Vice President of THE FIRST NATIONAL BANK OF MARYLAND, that executed the within instrument, known to me to be the person who executed the within instrument on behalf of the national banking association therein named, and acknowledged to me that such banking association executed the within instrument pursuant to its bylaws or a resolution of its board of directors, for the purposes and consideration therein expressed.

WITNESS my hand and official seal.

Deborah J. Hooper  
Notary Public, Baltimore City  
State of Maryland  
My commission: 7-27-98

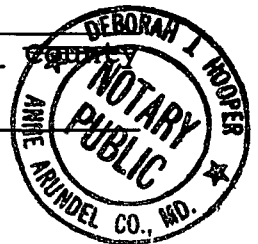


EXHIBIT A

DESCRIPTION OF RAILCARS

- Group I: Twenty-nine (29) newly manufactured 6,221 cubic foot capacity covered hopper plastic pellet railcars bearing road marks as follows: MBLX 53767, 53768, 53769 and 53170 through 53181, inclusive, 53183, 53185, 53187 through 53190, inclusive, 53193 through 53198, inclusive, 53200 and 53202.
- Group II: Thirty-five (35) newly manufactured 33,687 gallon capacity pressure tank railcars bearing road marks as follows: MBLX 34694 through 34728, inclusive.
- Group III: Forty-seven (47) newly manufactured, single compartment, 27,755 gallon capacity lube tank railcars bearing road marks as follows:
- MBLX 28080  
28082  
28087 through 28089, inclusive  
28091 through 28100, inclusive  
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- Group IV: Ten (10) newly manufactured, single compartment, 27,701 gallon capacity lube tank railcars bearing road marks as follows: MBLX 28000 through 28009, inclusive.
- Group V: Eight (8) newly manufactured, double compartment, 26,950 gallon capacity lube tank railcars bearing road marks as follows: MBLX 2801 through 2808, inclusive.
- Group VI: Eight (8) newly manufactured, triple compartment, 26,483 gallon capacity lube tank railcars bearing road marks as follows: MBLX 3801 through 3808, inclusive.

**THE FIRST NATIONAL BANK OF MARYLAND**

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**MEMORANDUM OF RAILCAR LEASE AGREEMENT**

**dated as of March 19, 1997**

**between**

**THE FIRST NATIONAL BANK OF MARYLAND,**

**as Lessor**

**and**

**MOBIL OIL CORPORATION,**

**as Lessee**

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MEMORANDUM OF RAILCAR LEASE AGREEMENT

THIS MEMORANDUM OF RAILCAR LEASE AGREEMENT is made and entered into as of March 19, 1997 by and between THE FIRST NATIONAL BANK OF MARYLAND, a national banking association ("Lessor"), and MOBIL OIL CORPORATION, a New York corporation ("Lessee"), with reference to the following

1. Lessor has agreed to lease to Lessee, and Lessee has agreed to lease from Lessor, certain railcars as described on Exhibit A attached hereto and made a part hereof, all as more particularly described in that certain Equipment Schedule Number 7 dated March 19, 1997 between Lessor and Lessee, to that certain Lease Agreement dated as of April 28, 1994 between Lessor and Lessee (the "Lease")
2. The Lease shall be effective as of the execution date thereof and shall be subject to the Term of the Lease, as defined therein

This Agreement may be executed in any number of counterparts, all of which when taken together shall constitute one agreement

IN WITNESS WHEREOF, the parties hereto have executed or caused this Memorandum of Railcar Lease Agreement to be executed as of the date first above written

THE FIRST NATIONAL BANK OF MARYLAND  
Lessor

By \_\_\_\_\_

MOBIL OIL CORPORATION,  
Lessee

By \_\_\_\_\_

STATE OF MARYLAND, CITY OF BALTIMORE, TO WIT.

On this \_\_\_\_ day of March, 1997 before me personally appeared, \_\_\_\_\_, to me personally known, who being by me duly sworn, says that he is a \_\_\_\_\_ of THE FIRST NATIONAL BANK OF MARYLAND, a national banking association, that the seal affixed to the foregoing instrument is the corporate seal of said association, that said instrument was signed and sealed on March \_\_, 1997 on behalf of said association by authority of its Board of Directors, and he acknowledged that the execution of the foregoing instrument was the free act and deed of said association

\_\_\_\_\_  
Notary Public

[Notarial Seal]

My commission expires.

STATE OF \_\_\_\_\_, COUNTY OF \_\_\_\_\_, TO WIT:

On this \_\_\_\_ day of March, 1997 before me personally appeared \_\_\_\_\_, to me personally known, who being by me duly sworn, says that he is the \_\_\_\_\_, of Mobil Oil Corporation, that said instrument was signed and sealed on March \_\_, 1997 on behalf of said corporation by authority of its Board of Directors, and he acknowledged that the execution of the foregoing instrument was the free act and deed of said corporation

\_\_\_\_\_  
Notary Public

[Notarial Seal]

My commission expires:

B FN171224 MEM/Mobil(PartII1997)/Disk1/mes



DESCRIPTION OF RAILCARS

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